



# Product Guide

## FLOW | GROW | PRO



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# Lets Talk...

## The Regional Team & Key Accounts

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## Relationship Managers



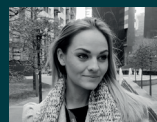
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At Roma Finance, we absolutely #lovetolend and work with our brokers and partners to provide the 'Borrower First' lending experience to landlords, developers and investors for the purpose of adding value to property investments.

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We are delighted to introduce our new solutions range designed to provide borrowers with an end to end solution on their property projects.

### RomaFLOW

RomaFLOW encompasses our bridging range including auction, refurbishment and below market value.

RomaFLOW is a speedy process with 80% of cases completing within 28 days. It is a quick and hassle free process with a dedicated underwriting team.

It allows borrowers to purchase property quickly and/or complete light works.

Roma's bridging range also includes commercial and semi-commercial options as well as a developer exit solution for those wind and watertight projects.

### RomaGROW

**Introducing Commercial Development Finance!**

RomaGROW is the next step in the property journey, designed for those looking at medium and heavy refurbishment projects and full ground up developments, **now including commercial!**

Roma has a 'specialist' underwriting team focussed solely on development cases.

RomaGROW products are designed for those looking to spend more than 50% of a property's value on works to improve it or create new.

### RomaPRO

RomaPRO is the term range from Roma, allowing borrowers to build their property portfolios.

A borrower can take a project from initial purchase, refurbishment or development straight onto a buy-to-let mortgage - so no need to worry about the exit! It is also part of the FLOW process meaning it is super quick!

The brand new RCF, is a flexible facility for property investors, secured against their existing property portfolio. This means they can purchase new properties using a drawdown style facility with ease.



RomaFLOW - Bridging Finance	Rates from	LTV
FLOW Bridge	0.87%	Up to 75%
FLOW Refurb Cost of works up to 25% of CMV	0.90%	Up to 70%
FLOW Below Market Value Bridge (BMV)	0.99%	Up to 70%

Exit fees may apply

Bridging Finance	Rates from	LTV
Commercial	1.17%	Up to 65%
Semi-Commercial	1.00%	Up to 70%
Developer Exit (Wind & Watertight properties)	0.93%	Up to 75%

Exit fees may apply

## Key Terms and Criteria

- Non-regulated lending
- Loan sizes from £75k to £3m
- Terms up to 24 months
- Interest deducted from initial advance. Rolled up, part & part and serviced interest
- Lending in England, Wales & Scotland
- Max LTV of 70% on refinances
- 2nd charge up to 55% LTV - referral only
- Current Market Value - (CMV)
- Loan to Purchase - (LTP)
- Rates and terms subject to change on non-standard cases including, but not limited to credit, experience and construction type

## Lending on....

- Residential investment, Semi-Commercial & Commercial
- Non-standard construction
- Land with planning - max 55% LTV

## Lending to....

- Individuals, limited companies, LLPs
- Expats and UK residents residing overseas must have a credit footprint and a live UK bank account. Applicants may be required to sign documents in the UK
- Min. age 18 years - no upper age limit
- Any experience levels considered

## Lending for....

- Property purchase/refinance
- Below market value purchases
- Capital raising and business purposes
- Time restricted cases e.g. auctions,
- Property refurbishments & renovations
- Developer exit

## Desktop Valuations

- Available on FLOW Bridge
- Up to 75% Gross LTV/PP
- Residential houses and flats only
- Property Value up to £500,000

## AVM Criteria

LTV/ Max Net Loan	50%/ £500K	65%/ £300K	75%/ £200K
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## AVM Criteria

- Maximum LTV on refinances 65%
- Minimum property value £100K - if <£100k reduced LTV by 5%
- Standard construction houses only
- No further advances

## Fees

- Arrangement Fee - 2%
- AVM - £30
- Legal fees 0.3% + VAT of gross loan min amount being £1,800 inc. VAT
- Each additional security - £750 inc. VAT
- Dual Rep legals available on FLOW bridge purchases - £3,300 inc. VAT.
- For corporate borrowers, each guarantor will need independent legal advice
- Desktop valuation fee scale applies

## Below Market Value

- Experienced landlords only (at least 3 BTLs owned for past 12 months; or proof of profit from minimum 3 flips in last 24 months)
- Maximum loan £500k
- Lending in England & Wales
- Max 90% Gross LTP, 70% Gross LTV, where the net loan amount is no more than 85% of the purchase price

Development Finance	Rates from	LTV	LTGDV (Gross)
<b>FLOW Light Development</b> Cost of works between 25% and 50% of CMV	0.95%	Up to 70%	Up to 70%
<b>Medium Refurbishment</b> (Cost of works between 50% and 100% of CMV)	0.98%	Up to 65%	Up to 70%
<b>Heavy Refurbishment</b> (Cost of works more than CMV)	0.99%	Up to 65%	Up to 70%
<b>Ground Up Residential Development Finance</b>	1.00%	Up to 55%	Up to 70%
<b>NEW Ground Up Commercial Development Finance</b>	1.09%	Up to 55%	Up to 65%

Exit fees may apply

## Key Terms and Criteria

- Non-regulated lending
- Loan sizes from £75k to £3m (£250k to £2.5m for Commercial Development Finance)
- Terms up to 24 months
- Interest deducted from initial advance
- Rolled up, part & part and serviced interest
- Lending in England, Wales & Scotland
- Maximum LTV of 70% on refinances
- 2nd charge up to 55% LTV - by referral only
- Current Market Value - (CMV)
- Rates and terms are subject to change on non-standard cases including, but not limited to credit history, experience and property construction
- Loan to Cost - Up to 80%

## Lending on....

- Residential investment, Semi-Commercial & Commercial
- Non-standard construction
- Land with planning - max 55% LTV

## Lending to....

- Individuals, limited companies, LLPs
- Expats and UK residents residing overseas must have a credit footprint and a live UK bank account. Applicants may be required to sign documents in the UK
- Min. age 18 years - no upper age limit
- Any experience levels considered

## Lending for....

- Property purchase/refinance
- Below market value purchases
- Capital raising and business purposes
- Time restricted cases e.g. auctions,
- Property refurbishments & renovations - Light, medium & heavy
- Ground up development/ Developer exit

## Fees

- Arrangement Fee - 2%
- AVM - £30
- Legal fees 0.3% + VAT of gross loan (min amount being £1,800 inc. VAT)
- Each additional security - £750 inc. VAT
- For corporate borrowers, each guarantor will need independent legal advice

## Development

- Drawdowns released in arrears of works done certified by Roma's appointed monitoring surveyor
- Collateral warranties and/or step in rights may be required
- Up to 12 units

## Commercial Development Finance

- 1st charges only - 2nd charges can be taken as additional security only
- Max individual warehouse, distribution, light industrial unit size 5,000 sq ft where units are to be sold / rented
- Max individual warehouse, distribution, light industrial unit size 12,500 sq ft for owner occupiers
- Mixed use schemes acceptable - commercial with resi above (max 4 storeys)
- No rural locations
- Customers must own other property assets
- Shut down nightclubs, pubs, hotels, restaurants, care homes, nursing homes & former religious buildings considered on case-by-case basis



Product	Rates from	LTV	Type	ERCs
<b>FLOW Buy-to-Let</b> For residential properties	2.50% + Base	Up to 75% (Bridge-to-Term and Purchase) / 70% (New Business)	5 Year Tracker (Variable)	5%/5%/5%/4%/3%
<b>Specialist Buy-to-Let</b> For MUFb's, HMO's, Holiday Lets and Serviced Accommodation	3.50% + Base	Up to 75% (Bridge-to-Term) / 70% (New Business)	5 Year Tracker (Variable)	5%/5%/5%/4%/3%

Revolving Credit Facility (RCF) Product	Rates from	LTV (1st Charge) Gross inc. rolled up interest	LTV (2nd Charge) Gross inc. rolled up interest
Residential	0.99%	Up to 65%	Up to 60%
Semi-Commercial	1.02%	Up to 60%	Up to 55%
Commercial	1.05%	Up to 55%	Up to 50%

## Buy to Let Key Terms and Criteria

- Non-regulated lending/ 5 year term
- Loan sizes (England and Wales) from £75,000 - £2m (total exposure £3m)
- Loan sizes (Scotland) from £75,000 - £750,000 (total exposure £1.5m)
- Interest only (repayment considered)
- Affordability testing at 125%
- Top Slicing on properties not fully let
- Minimum property value £100,000
- Residential properties only

## Lending to...

- Individuals, limited companies and LLPs
- Expats and UK residents residing overseas must have a credit footprint and have a live UK bank account. Applicants may be required to sign documents in the UK

## Lending on....

- 1st charge resi investment properties
- Non-standard cases considered with a premium of 0.5% pa applied. (first-time landlords, no other UK assets)
- Non standard construction and flats over 4 storeys max LTV 65%

## Buy to Let Fees

- Arrangement Fee - 2%
- Legal fees 0.3% of gross loan min amount being £1,900 inc. VAT
- Legal fees for each additional security property £750 inc. VAT
- Independent legal advice required

## Valuation

- Rental coverage based on the lower of the valuer's assessment of open market rental value and actual rent
- Based on lower of bricks and mortar, vacant possession OMV or Purchase Price

## Seasonality - Holiday Lets/SA

- Seasonality considered on a case by case
- Occupancy restrictions are not acceptable
- Properties must have alternative use as residential
- Serviced Accommodation and Holiday Let lending in England and Wales only

## RCF Key Terms and Criteria

- Facility sizes (England & Wales) from £250,000 to £2.5m
- Facility sizes (Scotland) from £250,000 to £750,000
- Facility pre-agreed for 3 years
- Rolled up interest
- 12 month term for each drawdown
- Non-regulated lending
- Rates and terms subject to change on non-standard cases including credit history, experience and construction
- UK property purchases only

## RCF Fees

- Arrangement Fee - 2%
- Legal fees £1,800 inc. VAT or 0.3% of the facility inc. VAT (whichever is higher)
- Legal fees for each additional security property will be £750 inc. VAT
- For corporate borrowers, each guarantor will need independent legal advice
- Annual valuation fee required
- Non-utilisation fee of 1.5% each 12 month period if less than 25% of facility is drawn



## The Headlines

Loan Amount: £1.42 million

LTV: 65%

CMV: £2.2 million

Exit Route: RomaPRO Refinance

## Customer for Life: The end to end experience

Roma Finance can now offer comprehensive lending solutions to property developers, investors and landlords, using the **FLOW**, **GROW** and **PRO** ranges.

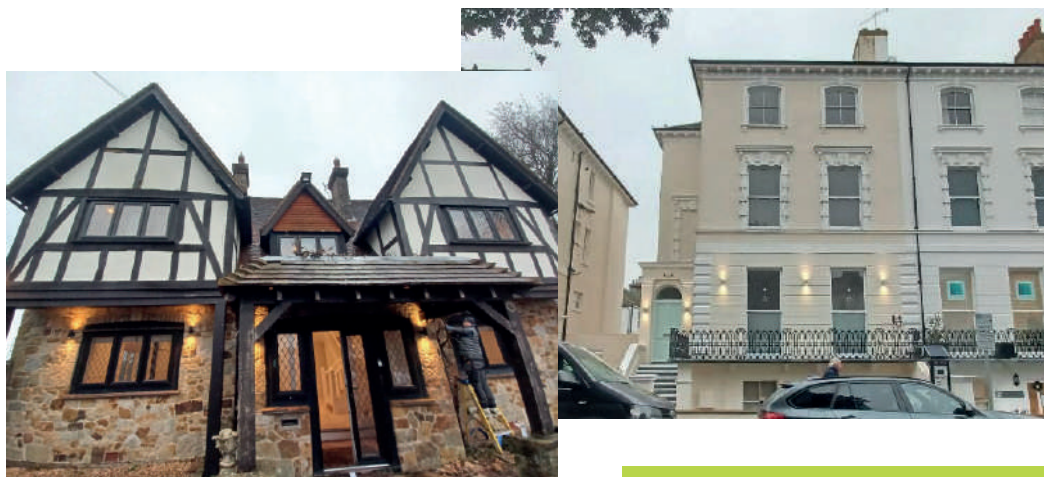
All products can, of course, be used as stand alone solutions, but now, with the introduction of RomaPRO, we can take a broker and borrower through bridging and development lending onto a term product when the asset becomes income producing. The equity can be taken out of the property on the term loan and used towards the next property project in their journey.

In this case, Roma was approached by our broker partner to support a borrower who needed a full end to end lending solution.

This borrower had already completed a number of projects with Roma and is a highly experienced property investor with a vast income generating portfolio. They also have refurbishment and development experience.

In this particular project, which encompassed two properties, the borrower was looking to repay another lender with a bridge, achieving 100% of the purchase price. Roma was able to do this with additional security. The properties, both based in East Sussex, then underwent a full refurbishment project, funded by the borrower.

On completion, the properties were to be added to the already significant portfolio and Roma was able to redeem the bridging finance granted onto a 5 year buy-to-let loan. The equity was released and used as a deposit for the borrower's next project.



# #LovetoLend



PRODUCT GUIDE